1994 Direct Account Business Review

Ship-to Account: 6523590
Paying: 6250000 Parent: 6250000

PLAINBRIDGE INC.
EDISON, NJ

RJR Business	Year 1994	Category Mix
Dollar Volume (Net)	$ 2,013,347	
Full Price Case Vol	2,712	83 %
Brand Sav. Case Vol	552	17 %
RJR PL/BW Case Vol		
Total (12M)Case Vol	3,264	

RJR Incentive Programs Year 1994	Actual Payments
Focus Program	27,337
Electronic Funds Transf Disc	10,234
Cash/Anticipation Discount	67,599
Buy X Get X Free Handling Allowance	692
Hand Stamping Allowance	680
Grand Total	$ 106,542

RJR Incentive Dollars as % of net Dollar purchases 5.29%
(Includes EFT and Cash/Anticipation Discount)

1994 FOCUS RECAP (SHIP-TO)
PROGRAM PERIOD: MAY - OCTOBER
Plan A Participant

RJR Beginning SOM.....: 18.5%
RJR Ending SOM.....: 18.6%
Difference.SOM.....: 0.1%

RJR Cartons Sold		Rate	Payment	Category Mix
Full Price.....:	203,496	$0.12	$ 24,419.52	85 %
Savings.....:	36,474	$0.08	$ 2,917.92	15 %
Totals.....:	239,970		$ 27,337.44	

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Source: https://www.industrydocuments.ucsf.edu/docs/spky0000